



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING EXPORTERS AND JOBS IN NEW YORK

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in NEW YORK (Fiscal Year 1999 thru 2003)

Companies Supported:	311
Communities Supported:	106
Value of Exports Supported:	\$3,083 million
Value of Exports Supported - FY 2003:	\$ 411 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Connecticut, Rhode Island

212.809.2650 • www.exim.gov

March 2004

Ex-Im BANK SUCCESS STORIES - LONG ISLAND

William Halcrow & Partners Inc of Locust Valley, New York, benefited from an Ex-Im Bank \$11 million long-term loan guarantee to Venezuela in March 2001; Halcrow will receive \$2.6 million. Venezuela's Ministry of Environment and Natural Resources equipment and services for a waste-water and sewage treatment project for the city of Maturin. The project is environmentally beneficial and was eligible for the Environmental Exports Program of Ex-Im Bank. HSBC Bank was able to extend a five-year repayment term to the government of Venezuela under this program. This is the third such transaction financed by Ex-Im Bank on behalf of Halcrow.

Ar-Tech International of Setauket, New York, has used short-term export credit insurance from Ex-Im Bank since 1996. Renewed in November 2000 at a value of \$500,000, the policy supports the export of transportation equipment and supplies, new and refurbished aircraft spare parts, accessories, and other related aviation products to private sector buyers in countries such as **Chile, Spain, Colombia, and Portugal**. The company's export sales have increased dramatically to a level of \$1.1 million. Founded in 1994, Ar-Tech has 10 employees.

F.E.C. Technology Corporation of Plainview, New York, benefited from a Ex-Im Bank working capital guarantee issued by Fleet Bank of Melville, New York under delegated authority. Supported by this working capital loan of \$900,000, F.E.C. is able to export electronic components primarily used in the communications industry to **Israel, Sweden, and Spain**. Ex-Im Bank issued the working capital guarantee in July 2000 and it has supported approximately \$5 million in export sales. The company was founded in 1986 and has fewer than 20 employees. The delegated authority meant that Fleet Bank could rapidly approve this guarantee.

Kravet Fabrics Inc. of Bethpage, New York, renewed its Ex-Im Bank short-term insurance policy for \$1 million in March 2001. Originally purchased in 1992, the insurance policy supports the export of wholesale upholstery fabric to the **Netherlands, Mexico, South Africa, the United Kingdom, and Spain**. During the past two years, Ex-Im Bank has helped Kravet Fabrics, which was founded in 1917, export more than \$2.4 million worth of goods and services to over 40 overseas markets.



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Mini-Circuits is a 500-employee company that manufactures signal-processing components for use in the telecommunications, computer, and aerospace industries. Located in **Brooklyn, New York**, it frequently exports its products to **Europe** and **Asia**. Mini-Circuits received four \$500,000 Ex-Im Bank short-term insurance policies in July 2003 for components that were exported to China. Marc Sweet, Mini-Circuits controller said, "We are hoping to grow our business in Asia, and we're willing to take a certain amount of risk, but we would like to sleep at night. The rates are great compared to private insurance and it has been very user-friendly."

Ashley Polymers Inc., a 15-employee plastics company located in **Brooklyn, New York**, has been successfully using Ex-Im Bank short-term insurance since 1991 to cover the sale of resin materials overseas. Ashley Polymers is able to offer foreign buyers favorable open account credit terms for repayment. In April 2001, First International Bank in Hartford, Connecticut, extended a \$250,000 working capital loan that was guaranteed by Ex-Im Bank to the company. This was the fifth such loan Ex-Im Bank has guaranteed for Ashley Polymers to help it export plastic materials. The expected export sales volume of the current loan is valued at over \$5.5 million. Overall, Ashley Polymers exports to seven countries using both Ex-Im Bank products, including **Australia, Argentina, Mexico, Israel, and France**.

Coty Enterprises Inc. of **Staten Island, New York**, used a medium-term loan guarantee from Ex-Im Bank to support sales of \$756,000 of dump trucks and loaders to a buyer in **Ghana**, Kwamon Enterprises, Ltd. Founded in 1970, Coty operates as an exporter of construction equipment and medical equipment worldwide.

Ben Forman & Sons Inc. of **Brooklyn, New York**, is a small, metal-stamping business. They used Ex-Im Bank's insurance policy to export more than \$88,000 worth of hotelware and giftware metal stampings to **Israel, Chile, Argentina, Australia** and the **United Kingdom**.

Aptech-Mayford Corporation, a small distributor of aspirin and multivitamins, has expanded its export sales thanks to an Ex-Im Bank insurance policy, said Frank Semczyk, the company's CEO. Aptech-Mayford has used the Ex-Im Bank insurance policy to export \$250,000 a year of products to **Poland**.

Globex International, Inc. of **New York City**, used a \$950,000 Ex-Im Bank working capital guarantee to support the export of \$14 million of frozen poultry and meats to **Taiwan, Russia, and Korea**. Ex-Im Bank financing has helped Globex maintain six jobs.



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Ex-Im Bank Success Stories - Upstate New York

Energy Smart Inc., a small **Buffalo, New York**, company, provided 362,000 energy-efficient fluorescent lighting fixtures worth \$18 million to modernize lighting in 450 public high schools in St. Petersburg, **Russia**, backed by a \$15 million long-term guarantee from Ex-Im Bank. This was the first transaction by St. Petersburg under Ex-Im Bank's sub-sovereign risk program, under which the Bank will accept the credit of qualifying states, provinces and cities in emerging markets worldwide for purchases of U.S. equipment and services to address vital infrastructure and public sector needs. Suppliers include Reflect-a-Light Inc. of Palatka, Florida; Cooper Lighting of Peachtree City, Georgia; Philips Lighting Co. of Somerset, New Jersey, and Energy Innovations Corp. of Cleveland, Ohio.

Carrier Corporation of **Syracuse, New York**, supplied air conditioning and refrigeration systems to ATN Systems of Miami, Florida, which sold them for installation on four **Venezuelan** Navy frigates thanks to two medium-term guarantees from Ex-Im Bank.

Braun GA Inc. of **Syracuse, New York**, was the supplier of dye extractor equipment exported by a North Carolina firm to a buyer in **Brazil** with the help of a \$383,000 Ex-Im Bank guarantee.

Smith Packing Company (SPC) Inc. of **Utica, New York**, a fifth-generation, family-owned food-distribution business which specializes in meat and frozen foods, turned to Ex-Im Bank for help in penetrating the **Middle East** market. Thanks to Ex-Im Bank insurance purchased in 2003, SPC was able to expand its operations throughout the Middle East, allowing them to effectively deal with increased demand. Wesley Smith, president of SPC said, "Ex-Im Bank fulfilled its mission in helping us to grow our business."

General Electric Co. of **Schenectady, New York**, in October of 2002 received an \$84.8 million comprehensive loan guarantee supporting the export of two natural gas-fired combustion turbines, for a power plant located in Ankara, **Turkey**.

The **Eastman Machine Company** of **Buffalo, New York**, was able to produce industrial cutting and spreading equipment for export to **Hong Kong, Mexico**, and **Turkey** thanks to a \$1.5 million working capital guarantee from Ex-Im Bank to General Electric Capital Corp. in 2000.